Game Changer Competitive Grant Program Round 3.0 Informational Conference Call

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Agenda

- ➤ Background

- ➤ Requirements

- ➤ Applications

- ➤ Awards

- ➤ Q&A

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Background

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Background

➢ First round (1.0) in 2012

➢ Supplemental round (1.5) also in 2012, focused on geothermal and biomass

➢ Second round (2.0) in 2013

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Previous Projects*

➢ Examples include:

- ▪ Solar microgrid
- ▪ Solar/energy storage/EV charging
- ▪ Community wind assessment
- ▪ Polymeric solar hot water
- ▪ SWC geothermal
- ▪ Geothermal financing barriers
- ▪ Geothermal loop leasing
- ▪ Geothermal for Living Building Challenge
- ▪ Biomass combined heat and power
- ▪ Residential solar with aggregated storage
- ▪ Plug-and-play solar installation device

*Some program criteria have evolved since previous rounds. Project examples should not be construed as examples of projects that would be successful in Round 3.0.

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Changes for Round 3.0

➢ Extended time frame for project execution

➢ Allow for innovative renewable systems in addition to technologies

➢ No preference for any particular renewable energy technology

➢ Projects MUST result in installed renewable energy generation capacity or displaced traditional liquid petroleum fuel. Projects must be located in Maryland.

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Timeline

➤ Applications due: December 19 @ ***noon EST***

➤ Grants awarded (anticipated):   March 2015

➤ Equipment delivered: June 15, 2015

➤ System installed & commissioned: December 1, 2015

➤ Final reports due: December 1, 2016

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Requirements

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Eligibility

- ➢ Maryland residents
- ➢ Businesses and non-profits in good standing with SDAT
- ➢ Maryland State, County or Municipal agencies
- ➢ Renewable and clean energy project developers, installers, and financers
- ➢ ESCOs
- ➢ Investor-owned electric companies, merchant power generators, and other load-serving entities within the PJM territory serving Maryland

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Project Requirements

➢ Must be innovative, yet commercially available

➢ Must result in additional renewable capacity installed or traditional liquid petroleum fuel displaced *in Maryland*

➢ Must be able to be installed and commissioned by December 1, 2015

➢ Must follow Maryland Historical Trust Requirements

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Maryland Historical Trust

➤ To comply with the National Historic Preservation Act of 1966, MEA must have documentation from the Maryland Historical Trust, or other qualified historian or historic organization, showing that the proposed project will not adversely affect historic properties.

➤ MEA currently has a contractual in-house historian who can help with the majority of the historical reviews.

➤ Some projects may require further review by the Maryland Historical Trust.

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Eligible Renewable Technologies

➢ Solar electric photovoltaics
➢ Solar thermal technologies
➢ Wind technologies
➢ Geothermal heating and cooling
➢ Bioenergy technologies
➢ Energy systems that utilize biofuels, synthetic gas, or similar renewable resources
➢ Other technologies that the Administration determines are affordable and reliable means of serving a local load for a single-family home, building, or residential unit of a building.

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Applications

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Application Format

Must include:

> Application form
> Project proposal (max 15 pages)
>> Follow instructions in Funding Opportunity Announcement, and include the following sections:
>>> Project description
>>> Key personnel and corporate qualifications
>>> Project budget and grant request

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Evaluation Criteria

- ➤ Capacity
- ➤ Potential increase in productivity over conventional system
- ➤ Market potential
- ➤ Visibility/replicability
- ➤ Applicant cost-share
- ➤ Performance data and life-cycle analysis
- ➤ Viability/reasonableness
- ➤ Commitment from project partners

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Evaluation Criteria: Capacity

➤ Projects with a larger installed capacity will be more competitive.

➤ Small projects shouldn't be discouraged if they have strong market potential in the future.

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Evaluation Criteria: Increase in Productivity

➢ How does productivity of the "game changing" system compare to the productivity of a traditional system?

➢ This could be the same productivity at a lower cost per installed capacity.

➢ Increase should be measured as a percent.

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Evaluation Criteria: Market Potential

➢ How will the "game changing" system accelerate the market for renewable energy in Maryland?

➢ In the application, be sure to show the assumptions used to arrive at your estimate.

➢ Include links to data where relevant.

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Evaluation Criteria: Visibility/Replicability

➤ What about this project would lead other interested parties to invest in a similar project?

➤ How would the applicant work with MEA to replicate a successful project?

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Evaluation Criteria: Cost-Share

➢ MEA expects to cover no more than 30% of project costs.

➢ What are the other sources of funds for the project?

➢ What percent of the total project cost is the applicant seeking from MEA?

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Evaluation Criteria: Performance Data

➢ How does the applicant plan to collect and analyze performance data?

➢ What metrics best characterize the project?

➢ How will the data be used to inform policies and increase market potential?

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Evaluation Criteria: Viability/Reasonableness

➤ Can the project be executed within the grant time frame?

➤ Is this a reasonable idea? Has it been tested anywhere?

➤ What evidence supports the expected outcomes of this project?

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Evaluation Criteria: Commitment from Partners

➢ What other entities have to be involved to make this project a success?

➢ Are these entities committed to the project's success?

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Awards

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Grant Agreements

➢ Successful applicants will be expected to sign grant agreements with MEA.

➢ A draft agreement is on the program website.

➢ Grantees will have a kick-off meeting with MEA once agreements are signed.

➢ DO NOT start work before grant agreements are signed.

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Reporting

➢ Grantees are expected to report on progress quarterly, from project start through final reporting in December 2016.

➢ In addition, grantees will maintain close contact with program manager.

➢ Final reports are due one year after project completion. They will include:

  ➢ One year of performance data

  ➢ A payback analysis based on one year of operation

  ➢ Other content agreed upon by MEA and grantee

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Invoices

➤ Grantees will submit invoices upon successful completion of project milestones:
  ➤ Milestone 1: Equipment delivered (40% of award)
  ➤ Milestone 2: System installed and commissioned (50% of award)
  ➤ Milestone 3: Final report submitted (10% of award)
➤ Invoices MUST have supporting documentation showing details about how the funds being invoiced were spent.
➤ Funds must be spent directly on eligible project costs, to be outlined in the grant agreement.

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Monitoring/Compliance

➢ MEA will visit each grantee during project installation to monitor compliance.

➢ MEA will require supporting documentation showing that funds were spent on eligible activities only.

  ➢ This could include receipts, invoices from vendors, or timesheets.

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Showcasing

➢ MEA may choose to showcase some or all projects

➢ Part of replication strategy

➢ Could be press events, case studies or videos

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Questions?

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